

## Platform-App-Builder Dumps

### Salesforce Certified Platform App Builder (SP19)

<https://www.certleader.com/Platform-App-Builder-dumps.html>



**NEW QUESTION 1**

- (Exam Topic 1)

Which rule can be configured for the Opportunity object? Choose 2 answers

- A. Escalation Rule
- B. Workflow Rule
- C. Validation Rule
- D. Assignment Rule

**Answer:** BC

**NEW QUESTION 2**

- (Exam Topic 1)

The CRM Manager at Universal Containers has requested that a custom text field be converted to a picklist in order to promote better data hygiene. What needs to be considered before changing the field type? Choose 2 answers

- A. Existing list views that reference the field may be deleted.
- B. Field references will be removed in Visualforce pages
- C. All data should be backed up before converting a text field.
- D. Changing a field type will remove existing field history.

**Answer:** AC

**NEW QUESTION 3**

- (Exam Topic 1)

A Customer Support Manager at Universal Containers would like to implement call scripting for their caller agents. What automation tool can be used to accomplish this?

- A. Workflow
- B. Lightning Process Builder
- C. Visual Workflow
- D. Lightning Connect

**Answer:** C

**NEW QUESTION 4**

- (Exam Topic 1)

When should Unmanaged packages be created? Choose 2 answers

- A. Deploying from a Developer Edition environment.
- B. Publishing an application for sale on the AppExchange.
- C. Migrating of components from sandbox to production
- D. Distributing open-source projects on AppExchange

**Answer:** AD

**NEW QUESTION 5**

- (Exam Topic 1)

Universal container has a custom object for shipping information. They have to ship to both businesses and consumers. They need to show additional values in the custom field called insurance type for business shipping records. How can this be set up?

- A. Use Record type with single page layout.
- B. Create multiple picklist fields on the object
- C. Use record types with multiple page layout
- D. Create a multi-select pick-list field.

**Answer:** D

**NEW QUESTION 6**

- (Exam Topic 1)

Universal Containers provides access to Salesforce for their sales, service and marketing teams. Management wants to ensure that when users log in, their home tab provides access to links and documentation that are specifically relevant to their job function. How can this requirement be met?

- A. Create separate home page custom components and layouts; assign to users by role.
- B. Create separate home page custom components and layouts; assign to users by profile
- C. Expose specific elements within a home page custom component determined by role.
- D. Expose specific elements within a home page custom components determined by profile.

**Answer:** B

**NEW QUESTION 7**

- (Exam Topic 1)

What the true statement is in regards to converting a tabular, summary, or matrix report to a joined report? Choose 3 answers

- A. Joined report blocks are formatted as matrix reports.

- B. Bucket fields are not supported in joined reports.
- C. Cross filters are not supported in joined reports
- D. The rows to display filter is not supported in Joined reports
- E. Report formula fields are nor supported in Joined reports

**Answer:** BCD

#### NEW QUESTION 8

- (Exam Topic 1)

Universal Containers would like to embed a chart of all related Opportunities, by stage, on the Account detail page. Which type of report should the App Builder create to add to the Account page layout?

- A. A summary report on the Opportunity object.
- B. A summary report on the Account object.
- C. A tabular report on the Account object.
- D. A tabular report on the Opportunity object.

**Answer:** A

#### NEW QUESTION 9

- (Exam Topic 1)

A custom object has a public reads only sharing settings that does not grant access using hierarchies. A dynamic sharing rule provides write access to the object to the global marketing public group if the record is marked as global. A user creates a new record and marks it as global. Who will have write access to the record?

- A. The global marketing public group and anyone above the owner in the role hierarchy
- B. The record owner and the global marketing public group.
- C. The global marketing public group, the record owner, and anyone above the owner in the role hierarchy.
- D. The record owner and anyone above the owner in the role hierarchy

**Answer:** B

#### NEW QUESTION 10

- (Exam Topic 1)

What may occur if workflow rules are re-evaluated after a field change by a field update? Choose 2 answers

- A. Cross-object workflow rules result in re-evaluation after field change.
- B. Workflow rules trigger validation rules on field updates
- C. Workflow rules trigger more workflow rules to be re-evaluated.
- D. A recursive loop potentially results in exceeding organizational limits.

**Answer:** CD

#### NEW QUESTION 10

- (Exam Topic 1)

A manager wants to calculate the number of days since an account was last contacted through email. Which field type should be used to accomplish this?

- A. Formula
- B. Number
- C. Roll-up Summary
- D. Date

**Answer:** A

#### NEW QUESTION 15

- (Exam Topic 1)

Universal Containers has a custom assessment object used by three divisions. Each division wants to track different information on the assessments, including different values for the status picklist. Division managers do not want their teams to be able to create another division's assessment. How can this be accomplished?

- A. Create additional custom assessment objects, one for each division, to track their assessments so information can be tracked separatel
- B. Use profiles to restrict access to the three custom objects.
- C. Create separate assessment record types for each division and use them to limit picklist value
- D. Create separate page layouts for each record type and use profiles to restrict record type access.
- E. Create three page layouts to determine the fields and picklist values for each user based on the division indicated on their user recor
- F. Use field-level security to restrict access to each division's fields.
- G. Create a separate page layout for each division and assign them profile
- H. Use the profile setting to configure each division's custom field list and picklist values for assessments

**Answer:** B

#### NEW QUESTION 20

- (Exam Topic 1)

The Director of Customer Service wants to know when agents are overwhelmed with high-priority items in the support queue. The Director wants to receive a notification when a new case is open with the status of "New" for more than four business hours. Which automation process could be used to accomplish this? Choose 2 answers

- A. Escalation rules
- B. Visual workflow
- C. Lightning Process Builder
- D. Scheduled Apex

**Answer:** AC

#### NEW QUESTION 23

- (Exam Topic 1)

Universal Containers stores invoices in SAP. Users want to view invoice data on the related Account records in Salesforce. How can this be achieved? Choose 2 answers

- A. Create a custom Invoice object and connect to SAP using Data Loader.
- B. Create an external object connected to an invoice table in SAP.
- C. Use SAP data export functions to load data directly in Salesforce
- D. Connect to an OData Publisher Service for SAP databases

**Answer:** BD

#### NEW QUESTION 28

- (Exam Topic 1)

A sales manager would like to look at an account record and view charts of all of the related open opportunities. Closed/won opportunities, and open cases. How many report charts can be added to the account page layout to meet this requirement?

- A. 3
- B. 2
- C. 1
- D. 4

**Answer:** B

#### NEW QUESTION 31

- (Exam Topic 1)

What salesforce functionality is ignored when processing field updates in workflow rules and approval processes? Choose 3 answers

- A. Validation Rules
- B. Decimal Places and Character Limits
- C. Record Type Picklist Value Assignments
- D. Multiple Currencies
- E. Field Level Security

**Answer:** ACE

#### NEW QUESTION 33

- (Exam Topic 1)

The App Builder at Universal Containers has been asked to ensure that the Amount field is populated when the stage is set to Closed Won. What can be used to meet this requirement?

- A. Validation Rule
- B. Lightning Process Builder
- C. Workflow
- D. Approval Process

**Answer:** C

#### NEW QUESTION 38

- (Exam Topic 1)

Universal Containers sales reps can modify fields on an opportunity until it is closed. Only the sales operation team can modify the post closed follow-up dates and post closed follow-up comments fields. How can these requirements be met?

- A. Use record types with field sets and restrict editing fields using field-level security.
- B. Use field-level security on page layouts to restrict editing fields
- C. Use multiple record types, page layouts and profiles.
- D. Use field level security to mark fields as read only on the sales profile

**Answer:** B

#### NEW QUESTION 42

- (Exam Topic 1)

Which statement is true about field update actions from workflow rules and approval processes? Choose 2 answers

- A. Field update with “re-evaluate workflow rules” selected can cause a recursive loop if the updated field is included in a workflow.
- B. Field update are not available on currency field if the organization uses multi-currency.
- C. Field updates to records based on workflow rules and approval processes do not trigger validation rules
- D. Field updates are tracked in the history related list of a record regardless of whether or not History tracking is set for those fields.

**Answer:** AC

**NEW QUESTION 47**

- (Exam Topic 1)

An app builder has been asked to provide users a way to identify a contact's "preferred contact method" directly on the contact record. users need to be able to identify whether a phone number or an email, is the contact's preferred communication method. Which field type will allow the app builder to accomplish this with the fewest fields possible?

- A. Formula
- B. Checkboxes
- C. Picklist
- D. Email

**Answer: C**

**NEW QUESTION 51**

- (Exam Topic 1)

Which setting is available to customize Salesforce1 mobile app for branding? Choose 3 answers

- A. Header and search bar color.
- B. The image on loading page
- C. Background color on loading page.
- D. Notification and search icon
- E. Action bar color

**Answer: ABC**

**NEW QUESTION 54**

- (Exam Topic 1)

When an opportunity close date is delayed by more than 60 days, the manager and the VP sales must approve the change. How can this requirement be met? Choose 2 answers

- A. Build an approval process that requires unanimous approval from the manager and VP of sales.
- B. Create a workflow rule that checks for close date less than 60 days and add an email alert.
- C. Create a lightning process builder flow that submits the record for an approval process
- D. Build a validation rule that does not allow a user to save the opportunity record.

**Answer: AC**

**NEW QUESTION 59**

- (Exam Topic 1)

At Universal Containers, the VP of Service has requested a visual indicator flag on each case, based on the case priority. High-priority cases should be flagged red, medium-priority should be flagged yellow, and low-priority cases should be flagged green. Which formula would accomplish this requirement? Choose 2 answers

- A. CASE( Priority, "Low", "img/samples/flag\_green.gif", "Medium", "img/samples/flag\_yellow.gif", "High", "img/samples/flag\_red.gif", "/s.gif")
- B. IMAGE( IF(ISPICKVAL(Priority, "Low"), "img/samples/flag\_green.gif", IF(ISPICKVAL(Priority, "Medium"), "img/samples/flag\_yellow.gif", IF(ISPICKVAL(Priority, "High"), "img/samples/flag\_red.gif"))), "Priority Flag")
- C. IF(ISPICKVAL(Priority, "Low"), "img/samples/flag\_green.gif", IF(ISPICKVAL(Priority, "Medium"), "img/samples/flag\_yellow.gif", IF(ISPICKVAL(Priority, "High"), "img/samples/flag\_red.gif", "/s.gif")))
- D. IMAGE(CASE( Priority, "Low", "img/samples/flag\_green.gif", "Medium", "img/samples/flag\_yellow.gif", "High", "img/samples/flag\_red.gif", "Priority Flag"))

**Answer: BD**

**NEW QUESTION 60**

- (Exam Topic 1)

Universal Containers has a requirement that an Opportunity should have a field showing the value of its associated account's billing state. This value should not change after the Opportunity has been created. What is the recommended solution to configure this automation behavior?

- A. Formula Field
- B. Workflow
- C. Roll-up-summary field
- D. Apex

**Answer: B**

**NEW QUESTION 64**

- (Exam Topic 1)

The director of marketing has asked the app builder to create a formula field that tracks how many days have elapsed since a contact was sent a marketing communication. The director is only interested in whole units. Which function should be used to calculate the difference?

- A. Datevalue()
- B. Now()
- C. Date()
- D. Today()

**Answer: D**

**NEW QUESTION 67**

- (Exam Topic 1)

Which values must be defined when creating a new Opportunity Stage? Choose 3 answers

- A. Close Date
- B. Amount
- C. Probability
- D. Forecast Category
- E. Type

**Answer:** CDE

**NEW QUESTION 70**

- (Exam Topic 1)

What is a key consideration when using unmanaged packages? Choose 2 answers

- A. A namespace is not required to create an unmanaged package.
- B. The person who created the unmanaged package can change or update installed components
- C. The person who created the unmanaged package has no control over the installed components
- D. A namespace is required to create an unmanaged package.

**Answer:** AC

**NEW QUESTION 72**

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